

Inside & Out

APRIL 1988

COMPAQ NEWS

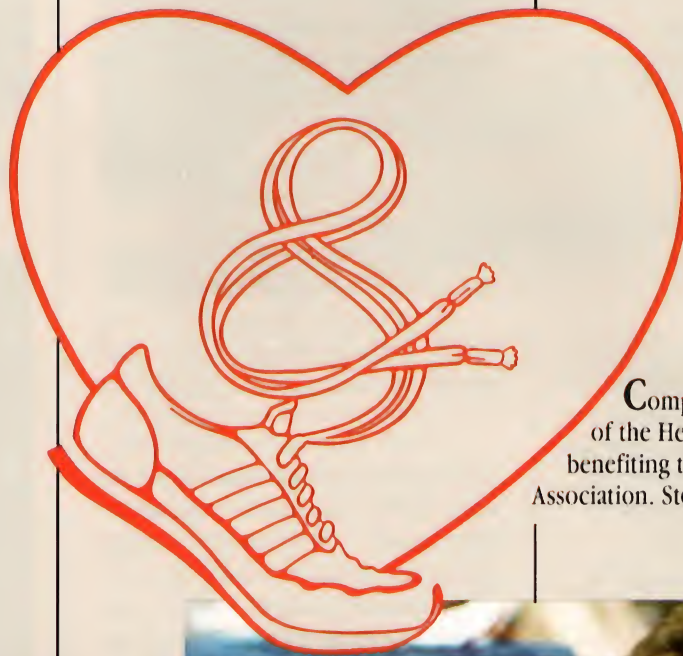
VOLUME 6, ISSUE 4

MARCH OF DIMES

PREVENTING BIRTH DEFECTS



Teams of walkers hit the streets of Houston April 24 to raise money for the March of Dimes' efforts to fight birth defects. Story, page 9



Compaq is an official sponsor of the Heart and Sole Fun Run, benefiting the American Heart Association. Story, page 9



The Kelsey-Seybold Foundation, which treats children with chronic illnesses through one of its programs, is among community groups receiving computers from Compaq. Story, page 8



Keeping up with the line was the goal of the day for Robin McDaniel, one of Sommermeyer's support group personnel who took on an assembly job for a day. Story, page 3



It's a long but beautiful ride to Austin, according to bicyclists from Compaq who participated in a bike tour to raise funds for Multiple Sclerosis efforts. Story, page 9

Company's role as leader strengthened in 1987

Recent independent market research shows that COMPAQ products — and Industry Standard Architecture (ISA) products as a whole — fared well in 1987 and continue to look strong in 1988.

These findings are based on data supplied by Storeboard Inc., an industry research firm in Richardson, Tex.

Industry Standard Architecture is a term which refers to personal computers that have architectures compatible with the original IBM PC. The widespread acceptance of this architecture in personal computers from IBM, Compaq and other manufacturers led to its status as the standard in the personal computer industry.

Compaq leads ISA sales

Compaq increased its leadership in Industry Standard Architecture products during 1987 as those products dominated the U.S. market, outselling microchannel (MCA) products by a margin of more than three-to-one during the last three months of the year. In the high-performance 286/386 market segment, Compaq accounted for more than half of all dealer revenues from sales of ISA products during the fourth quarter.

Higher revenue share

The Compaq share of dealer revenue was one-third higher than last year, rising from 18% to 24%. Apple also gained ground, while IBM lost market share in 1987.

The business PC market grew last year, and continued strong growth is expected for 1988.

Strong 386, 286, portable sales

Seven of every 10 80386-based personal computers sold through the U.S. dealer channel in 1987 were COMPAQ personal computers.

In the 80286-based product segment, IBM and Compaq accounted for 75% of the dealer units sold during 1987, with Compaq ranking number two.

Compaq continued to lead the portable segment of the market. Two of every three portables sold by U.S. dealers last year were COMPAQ computers.

International growth

Compaq grew significantly in all major international markets — Europe, Canada and Australia — last year, according to Compaq estimates and figures from Intelligent Electronics Europe. International revenue grew from 24% of overall revenue in 1986 to nearly a third of the company's revenue in 1987.

The company's market share in some key international markets almost doubled.

In retrospect

"We had a strong and growing number two position during 1987 for sales of business PCs through U.S. dealers," said Mike Swavely, Vice President of Sales and Marketing.

The reason for the growth, he said, was the company's leadership in the high-end 386-based marketplace, and its strong market position in 286-based products.

Swavely noted the company's sales didn't suffer significant impact from the introduction of several dozen competitive products — both Industry Standard Architecture products and IBM's 386-based PS/2 products.

Outlook

"The position of Compaq entering 1988 is very strong," Swavely said. "COMPAQ products achieved significant market share increases and sales momentum in 1987.

"We are the performance leader in the personal computer market. We are also the market share leader in industry-standard personal computers sold by independent computer dealers. Our relationship with our Authorized Dealers has never been stronger."

Swavely stated Compaq has "very aggressive" plans for 1988, citing as examples the Feb. 17 announcement of Microsoft Operating System/2 (MS OS/2), Standard Version 1.0, as published by Compaq, and a 3 1/2-inch drive option for COMPAQ portable and desktop lines.

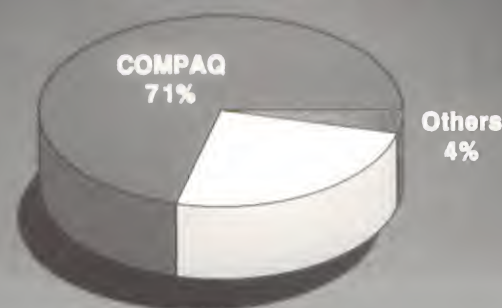
He emphasized that important new products introduced in 1988 will reinforce the company's leadership in performance and technology, while maintaining full compatibility with the industry standard.

As the leader in portable computers, Compaq will continue its strategy of providing the lightest, smallest computer that technology allows without sacrificing full functionality, Swavely said.

A new advertising campaign and new dealer marketing programs will support the company's products.

Outside the U.S., the market continues to grow for business personal computers. Compaq sales outpaced international market growth in 1987, and — based on revenue share — the company continues to have a very strong market position in Europe in 1988, according to Swavely.

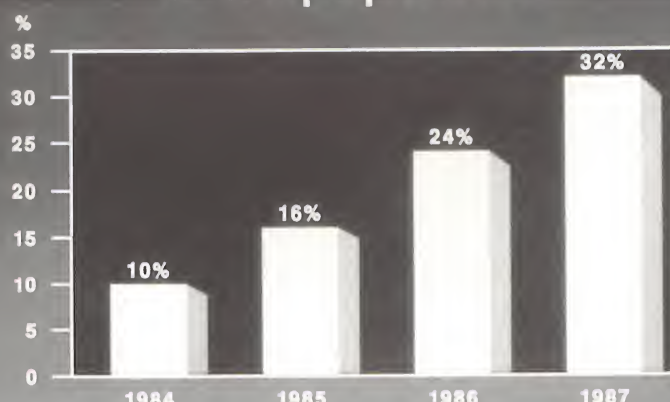
U.S. Business PC Market Share
Dealer Units 4Q 1987
80386 Products



Source: Based on Storeboard, Inc.

The dominant manufacturer of 80386-based systems, Compaq maintained its substantial lead in sales of those products through the dealer channel in 1987

International* Revenue as %
of Compaq Revenue



* All Non-U.S. Including Canada

Compaq international revenue grew to 32% of total revenue in 1987 from 24% the previous year. Company share in several important international markets almost doubled

Compaq added to stock index

Compaq recently joined a group of stocks widely used to evaluate the state of American business, when it was added to the Standard & Poor's Composite Index of 500 stocks.

The "S&P 500" is one of the U.S. Commerce Department's 12 leading indicators of how business is faring.

It is an index which tracks the performance of a broad range of 500 common

stocks, and provides investors with a measure of common stock price movement.

"The S&P listing is an acknowledgment of our impact on the computer industry and our presence in the U.S. economy," said Rod Canion, Compaq President.

Compaq stock is listed on the New York Stock Exchange (NYSE).

New Swiss subsidiary established

A new Compaq subsidiary recently was established in Switzerland to market the full line of COMPAQ personal computers.

Compaq Computer AG of Glattbrugg will serve more than 40 Authorized Dealers in Switzerland who previously

received support from COMPAQ Computer GmbH, the company's European headquarters in Munich, West Germany.

Compaq now has sales and marketing subsidiaries in 10 countries: Australia, Canada, France, Germany, Italy, the United Kingdom, the Netherlands, Spain, Sweden and Switzerland.

Its personal computers are available in 42 countries through a worldwide network of more than 3,000 Authorized Dealers.

NEWS BRIEFS

Sommermeier, CCM

Support groups work the line

Sommermeier line personnel voiced an unusual number of complaints about aching feet, backs and hands when they got together after work recently.

The aching people weren't those who regularly work the line, but 25 people who normally work in offices. They had each put in a full shift at a job on the line, and were feeling its effects — especially that of starting work at 6 a.m.

"It was a long, long day," confessed Jeff Keaton, Product Engineering Manager. Keaton spent the day putting serial labels on units going to various countries.

"I was slow — it took me about a half day before I could get up to speed," he said.

gave manufacturing support people a chance to see how accurate their expectations were.

Keaton said those working the lines came back and compiled lists of things to be considered — "We're talking multiple pages here," he said.

"I was really impressed with how talented everybody is. They're not just working a station. There are all kinds of tricks you learn in doing your job — every station has a personal touch," he said.

Keaton's supervisor for the day was Ruthie LaCour, Lead Operator in the Pack Area. She had a total of four office types working in her area.

"I loved it. I enjoyed it," she said. "It gave them a chance to see the day-to-day processes, and some of the challenges we have to overcome in the course of a day." She recounted one person standing on the line saying, "Did I do this?" as he discovered a procedure didn't work smoothly — a procedure he had initiated.

Four new workers on the line didn't slow productivity, as other people on the line provided physical and moral support. In fact, LaCour said, she would welcome the office workers on the line more frequently.

Different perspective

Besides learning about how things work on the line, Linda Foster Dennis said she felt line personnel saw office workers in a different perspective as they worked side by side.

"I had a blast!" said the Portable Products Quality Engineer, who worked on the drive pack-out line in options. "I know now when I walk through the options area, people know my name, talk to me and tell me if they've got a problem. They know you know what's going on."

John Horbal, Senior Packaging Engineer, "had a learning curve" at his inspection job in options. His options colleagues were helpful and entertaining, he said, and certainly the experience was "enlightening."

Robin McDaniel, Engineering Support Specialist II, modestly admitted she thought she was pretty good at her job of putting together hard disk assemblies.

"I kept up with the line," she pointed out, adding she thought the day's work went a long way in crossing communication gaps.

"I think it was a great idea," smiled Eugene Felder, Assembly Specialist. Felder's job is to train new operators and help experienced operators learn new jobs, so he provided assistance to the "new" line workers who normally work in offices upstairs.

"It went fine," he said, but noted there were some frustrating moments



Brij Kathuria, Manager, Quality Assurance Engineering, Portable Products, right, works intently on the line alongside Eugene Felder, Assembly Specialist

for the administrative types — such as the engineer who felt some of the pressure needed to be relieved from a station she worked at, but couldn't find a field engineer from her group to authorize the changes. In her position as a line worker, she couldn't make the changes.

Others found improper sequence of inspection criteria, process detail problems that needed resolution and "one said hers was a terrible station," Felder said.

However, "all of them did their jobs fairly well, but it takes time to develop speed and concentration," he said. The major advantage, he indicated, was that it helped these people get a realistic assessment of the expectations they have about line operations.

"It was particularly good from the standpoint of production engineering, because it allowed them to see what we do that they weren't aware of before," explained Mike Austin, Production Supervisor. "When they actually had to go on the station and look for things they'd asked us to look for, they found it wasn't so easy. But they did a good job."

Austin, who periodically works the stations to check flow and "how everything goes together," was sympathetic with the engineer who wound up working in the power supply area which he helped lay out.

"He got his ear bent," Austin smiled. Meanwhile, Assembly Engineering Secretary Rachel Britt didn't work a line job, but drew an assignment to work as a methods technician. Between tasks, she took photos of other people at work on the lines.

"I loved it! I just loved it! I think it was good for everybody," she said.

CCM

Luann Beebe, Assembly and Test Manager for Desktops at CCM, clearly remembers her time on the line.

"I couldn't forget it," she recalled. "We stopped working on Friday, and I quit aching by about Monday."

Beebe and a handful of other CCM staff members who normally report for work in suits or dresses showed up in casual shirts and jeans for their day on the line. Beebe's assignments included everything from putting the hood on a computer to placing it in a box.

"It was very tiring," she said. "Not only were we on our feet all day, we were in motion all day."

"I was treated as a new operator would have been treated. The person who normally did the job assigned to me stood nearby and made sure I did everything correctly. You're expected to verify that the person before you did everything the right way. At the very end of the day, someone in front of me put the wrong label on a box just to see if I'd catch the 'error.' It almost got by, but I noticed. If I had let it get through, I would have never heard the end of it."



Luann Beebe, Assembly and Test Manager for Desktops at CCM, works beside Thoi Huy

Jeff Keaton, left, shows innovative form for placing serial labels on a machine. Ruthie LaCour, center, and Alan Taylor join Keaton on the line

That's not the worst of it. Keaton was a problem employee.

"I left my station," he admitted. Having found that labels won't stick onto areas that aren't well cleaned, he went off down the line to inform another worker that the units weren't clean.

"I got in trouble for leaving my station," he said ruefully, explaining that the lead operator quickly informed him, in no uncertain terms, that he was to let her know of any problems and continue working while she fixed them.

When Keaton had the idea of putting foam on trays to help keep units' exteriors clean, he knew what to do — and what not to do.

"It was frustrating," he said.

Keaton was enthusiastic about the results of the program. Besides the fact that "I made some new friends," he said it helped communication and morale. It also gave administrative personnel a chance to "see the problems those people face every day."

Many procedures and work area layouts originate with people who work in offices, not on the line. Although these are checked by line supervisors for concurrence and changes, being on the line

Singapore



Is someone misplaced here? . . . No mistake — although the site is Compaq Asia's Singapore offices, and the person on the left is Anne Gillespie, who works in the company's Scotland operations. While on holiday in Singapore, Gillespie took the opportunity to visit colleagues in Singapore. She is pictured here with Sok Cheng Teo of Compaq Asia. The two had a lot of notes to compare, as each works directly for the top executive of her respective organization. Both were early employees of their groups: Gillespie was the fifth employee to join the Scotland team (now numbering more than 200) and Sok Cheng was the fourth employee of Compaq Asia (with more than 400 employees at present).

The Netherlands



What's unusual about this lunch? . . . Well, yes, it's true that no one's eating, for one thing. It is considered unusual when a Compaq group interrupts a meal, even for a picture. But seriously, what's different about this lunch is that it *isn't* unusual — Compaq Dutch personnel eat lunch together every day. Staffer Hetty van Wijk describes it as a "Dutch-cozy" luncheon, which provides time for staffers to visit informally and discuss business issues as well. From left to right are Remco Bakker, District Sales Manager; Kees Noordsij, Senior Customer Support Engineer; Hennie Nuvelstijn, Technical Assistant; Bert Leijen, Warehouse Assistant; Hans Mooren, Sales & Marketing Manager; Bart van der Knaap, Order Processor; Martin Lentink, Product Manager; Ton Pennekoek, General Manager; Patricia de Munk, Sales Promotion Representative; Helma Massar, Receptionist; Willeke Anker, Secretary; Ben van Camerijk, Controller; Eric Schraagen, Junior Account; Rene ten Brinke, District Sales Manager; and Hetty van Rijk, Office Manager.

U.K.



My, how you've grown . . . Compaq personnel in the United Kingdom gathered recently for their 1988 Kickoff Meeting, in which Managing Director Joe McNally reviewed events of 1987 and outlined strategies for 1988. The staff in the U.K. has grown to include 104 people since the subsidiary was established in April, 1984.

Unsung hero . . . Victor Ferizi was named the U.K.'s "Unsung Hero" in honor of his sales support role which helped the subsidiary achieve outstanding sales in 1987. Other awards were presented to Philip Dodsworth as most improved sales manager, Mark Huber for outstanding commitment to the company, and Guy Hodder as most promising newcomer.



Victor Ferizi, left, receives award from Managing Director Joe McNally

'Which Computer?' show draws crowds to see exhibits

Britain's foremost computer show — the "Which Computer?" event — recently drew large crowds to see the latest in computer technology as displayed by companies including COMPAQ Computer Limited, the U.K. subsidiary.

A record number of guests visited the Compaq exhibit, which this year featured a "triumphal archway" leading visitors from the main entrance to the world of COMPAQ high-performance personal computers. Among those visiting the exhibit was Lord Young, Secretary of State for Trade & Industry.

The exhibit featured the company's newest 80386-based products and four application areas which demonstrated solutions for end users:

—The XENIX System V multi-tasking operating system was shown by Santa Cruz Operation, which distributes the system.

—An office environment was simulated based on Gateway's hardware running Novell Netware, linking different networks including G/Net, Ethernet and Token Ring using the X.25 communications protocol.

—Autodesk showed AutoCAD Release 9, AutoShade, AutoDAE AEC Architectural and The Engineer Works, all running on COMPAQ DESKPRO 386/20 computers.

—Aldus Corporation's Pagemaker, a leading desktop publishing software package, was demonstrated running under Microsoft Windows/386 Presentation Manager.

Guests were greeted by a video featuring comedian John Cleese, who stars in U.K. Compaq television commercials. One lucky guest won a free COMPAQ PORTABLE III in a drawing.



Britain's leading computer show offered an opportunity to demonstrate Compaq 80386-based technology as well as four application areas

Computer problems?

For service in Houston, call
HEADQUARTERS CUSTOMER SUPPORT (HCS)

New phone numbers:

Ext. 7000 (when calling from Compaq Center or Chasewood) 374-7000 (when calling from other Houston sites)

(NOTE: This is a change from the group's original 83-HELP number.)

Scotland



Ian Lang, Scottish Minister of State, right, presents a plaque to Murray Francois of Compaq to commemorate start of production at the company's facility outside Glasgow

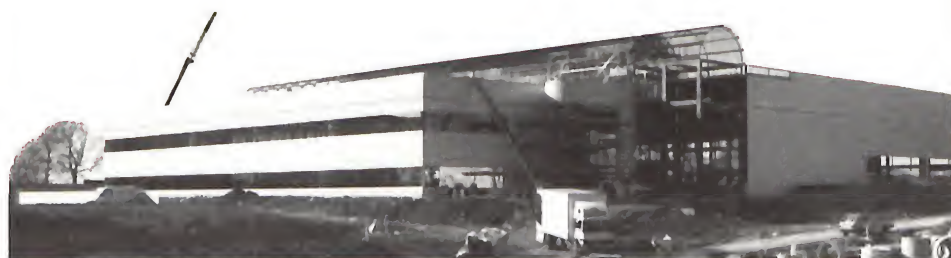
Grand opening of Scotland facility

Now that manufacturing operations have been up and running for a while in Scotland — where computers started being shipped at the end of 1987 — the group recently invited Authorized Dealers and media representatives to celebrate its start-up.

Compaq Computer Manufacturing Inc. hosted a conference March 7-8 for more than 300 Authorized Dealers and 128 members of the media from European and Middle Eastern countries.

Compaq executives made presentations to the group, as did Gordon Curran, Director of Dataquest-Intelligent Electronics. Ian Lang, Scottish Minister of State, presented a plaque to Compaq in honor of its start of production.

The group toured Compaq manufacturing facilities and area sites of interest, and were hosted at several activities and a banquet, with entertainment provided by popular British performer Grace Kennedy.



Phase II goes up . . . The second phase of the Scotland plant is proceeding on schedule. The steel work is complete, with roofing underway. In the main building, ductwork and sprinklers are going in and office construction is progressing quickly. The entire facility is targeted for completion at the end of July.



'Congratulations from Houston' . . . The Scotland team gathered Feb. 24 to celebrate shipping a large quantity of units in January, the first full month of production and shipping. Murray Francois, Managing Director, read a congratulatory letter from Bob Vieau, Vice President of Manufacturing in Houston. A banner was displayed which proclaimed, "Congratulations, Scotland! From Houston Manufacturing." A Texas-style lunch followed with chicken fried steaks and pecan pie, accompanied by country and western music and bandanas.

Washington, D.C.

Government reps attend conference

Representatives of government entities were welcomed to the "Information Generation" by Randy Forster, Compaq Director of Eastern Operations, during a recent speech at a major trade show for government users of computers.

More than 40,000 people attended the three-day Federal Office Systems Exposition (FOSE) in Washington, D.C. The event offered users a chance to see demonstrations of many hardware, software and related computer products.

Forster told people attending a seminar that new solutions based on the general-purpose, 80386-based "Universal Workstation" will define a new era in information processing.

"If you look at the history of our industry prior to the 386, three distinct eras emerge," he said. "In the 1960s the information revolution started as major corporations and government agencies moved their information onto mainframe computers.

"In the 1970s minicomputers changed the nature of information processing by making the technology useful to a far broader group of government organizations and individuals.

"The 1980s so far have been the era of the personal computer, which added an entirely new element of personal productivity to the world of information processing.

"But now, with the general-purpose workstation, a new era is beginning. The 80386 and the PC industry standard have combined the most important elements of all the earlier eras: the capability to harness massive computing power and put it to work in revolutionary ways for both the government organization and the individual."

Initial market research indicated that 386 users primarily used their computers to run personal productivity applications. "In other words, they were recalculating spreadsheets faster or sorting databases quicker," Forster explained.

However, current customer research indicates that about 40% of COMPAQ DESKPRO 386 computers are sold to run new applications, Forster pointed out. These new applications include computer-aided drafting and design, multi-user programs and artificial intelligence.

Forster predicted the role of the mainframe computer will undergo fundamental change, becoming more of a database resource and master communications controller. He expects its role as a data processing resource will be taken on by "universal workstations" — powerful personal computers with increased capabilities.

North Carolina

Star for a day — or two . . . It seems safe to assume the welcome mat was out when Ross Cooley, Vice President of Sales, and Doug Johns, Director of Marketing Operations, visited this PC Mart store in Charlotte, N.C. and made presentations to its prospective customers. "Your visit was a perfect lead-in to our 12th Anniversary Sale," wrote E. Grey Hodges, Jr., Chief Executive Officer of PC Mart Personal Computer Centers, following the visit. "P.S. The day after you left, and before we had a chance to change the billboard, two people stopped and wanted to know what a Cooley and Johns was."



A warm welcome was extended to Doug Johns, left, and Ross Cooley, center, when they visited operations headed by E. Grey Hodges, Jr., right





Pandey greets senior citizens

Performance dogs

"Our Golden Retriever (Pandora) and German Shepherd (Tara) are more than just cherished family members; they're contributing members of society," explained Jane Simmons, Sales Education Development Specialist.

Pandey and Tara make regular visits to three different nursing homes as part of a pet therapy program, she went on to explain. The residents pet and visit with the dogs, and are entertained as the dogs perform tricks and obedience exercises.

"Pet therapy programs are based on studies that show contact with animals can lower blood pressure, improve morale, and speed recovery from illness," Simmons said.

After three years of work in obedience trials, Pandey has attained the title of Utility Dog, the highest of three obedience titles awarded by the American Kennel Club. Tara has earned the second title, Companion Dog Excellent, and is working on the top title.

The two dogs eagerly compete in some other interesting contests:

—Flyball, in which each dog must jump four hurdles and press a lever on a box, releasing a tennis ball into the air. The dog must catch the ball and return over the four hurdles.

—Scent hurdle competition, in which the dog jumps the same four hurdles but instead of retrieving a ball, selects from four wooden dumbbells the one bearing its owner's scent.

—Agility competition, consisting of an obstacle course containing tunnels, catwalks, teeter-totters, jumps and other challenges.

Every year, Pandey and Tara participate in the K-9 Fun Run.

"They also enjoy regular swimming expeditions and helping around the house," Simmons said. "Tara especially likes to carry tools and act as delivery service between upstairs and downstairs."

Simmons and her husband, Gordon, are firm in their belief that obedience training makes a dog happy and confident.

"The bond created through the love, patience and consistency of training is unrivaled by almost any other dog/owner activity," Simmons said. "A dog that is gently and consistently shown proper behavior knows what is expected from him and is content in that knowledge."

Back to the wilds

There are pets, and then there are pets.

Somehow, Marilyn Robinson never could get very attached to the six-foot

bull snake kept by her husband, Ralph, in a cage in their back yard. Although the snake was not poisonous — and was very dear to her husband's heart — she just never achieved a high degree of affection for it, admitted Robinson, Corporate Employee Representative.

More to her liking were two abandoned baby white owls Ralph found near Galveston. While caring for them, her husband fed them chicken wings out of his gloved hand or pulled the meat with a string so they could "capture" it.

"When Ralph felt the owls were big enough to survive on their own, we let them go," Robinson said. "To our surprise, they showed up on our patio the next day, and kept coming back to eat every night for three or four months. When they didn't come back any more, we decided that they finally figured out how to feed themselves."

Ah, Freddie

Rick Faulk found Freddie — a newborn raccoon only a couple of inches long — on a farm in the spring of 1974. The baby animal was bottle-fed with a special formula for wild animals. A heating pad and ticking clock served as his nest.

"Freddie had an insatiable curiosity and would cry like a baby when he didn't get his way," said Faulk, Senior Electronic Design Engineer. "Whenever he got into something he shouldn't be into we picked him up by the scruff of his neck to calm him down. He just covered his eyes and squealed because he knew he was in trouble! He liked to pick at the electrical outlet, for instance. He picked at it with one hand and held his bottom with the other, because he knew he was going to be spanked!"

Freddie loved baths and learned to turn on the faucet so Faulk and his wife, Lois, had to keep the bathroom door closed at their Lubbock apartment. Soon Freddie learned to open doors by grabbing the latch and swinging. They returned home from work one day to find their apartment flooded — but Freddie was having a ball!

The raccoon often greeted Faulk's return home by running up his owner's back, standing on his shoulders and pulling his ears. The adventurous raccoon also liked to sit on the curtain rod and, when instructed to jump, leaped into

Ever notice po grandparents

Enthusiasm about

Faulk's arms. He also got to take trips to the Lubbock park, where he climbed trees until it was time to go home — and cried if he'd misplaced his owners.

"Freddie slept in our nightstand," Faulk said. "He opened the drawer when it was time to go to bed, and closed it again after he got up in the morning. He didn't really like to go to bed since raccoons are nocturnal. The only way to get him to go to bed was to play a Barbra Streisand record. He'd go right to his drawer when he heard that."

"Freddie's favorite food was Oreo cookies. He 'unscrewed' them and ate the filling first. We kept the cookies in a jar on top of the refrigerator, and had to be very careful when getting one. Once I guess I wasn't quiet enough, and he came running, went right up my back, grabbed the cookie and ran off before I knew what was happening."

Playing in kitchen cabinets was another favorite activity of the young raccoon, who would climb in and close the doors behind him. However, "when he learned to open the refrigerator, we knew it was time to give him up," Faulk said.

The couple took him to the Amarillo Zoo to be with other raccoons, where he grew to a weight of 25 pounds — helped along by the Oreo cookies the Faulks brought on their frequent visits. When Freddie was a year old, he was taken to the woods and freed.

"The people at the zoo were going to let him get used to freedom gradually, but the first time they let him go, he took off like he knew that's where he belonged," Faulk said.



Tara visits a nursing home



Barbra Streisand lulled Freddie to sleep

pet owners and are a lot alike? ads for loved ones



Cat? Sort of —

"Mister" is a cat who thinks he's a dog, according to Suzie Brown, Secretary, Corporate Relations.

Her lively feline actually fetches balls. He also understands the question, "Where's your ball?" as well as a large range of other words.

Not at all bashful, he also opens the pantry doors and removes cans of cat food when he's hungry.

Mister knows his rights, and one of them is good company. When he thinks he's been left alone too long, he punishes Brown and her husband, Robert.

"He'll get up on the counter and if there are papers or anything up there, he pushes them onto the floor. He'll sulk. He'll sit with his back to you and cock his ears, as if he were frowning. We just talk to him and try to play with him, and wait for him to get over it."

If Mister's soulful "Don't leave me" looks fail, he often runs to the window and pulls apart the blinds to watch the Browns leave.

The orange tiger-striped cat is inordinately fond of water. He likes to sit on the edge of the bathtub when someone is preparing to take a shower, or — even better — sit in the guest bathtub with water trickling from the faucet, which he catches with his paw.

"He uses his paws like little hands," Brown said. "When he was a kitten, he dropped a piece of dry food. He looked at it for a minute, then spread the pads of his paw, pulled them together with the piece of food between them, and brought it to his mouth."



Unlike most cats, Mister has an affinity for water

Swimming specialists

Gary Newgaard's pair of Golden Retrievers have an identity crisis. Both think they're prospects for the U.S. Olympic swim team.

An Area Sales Manager in the McLean office, Newgaard finds his dogs are always ready to paddle — in fresh or salt water, at any temperature.

"The Potomac is near our house," said Newgaard. "Our boat is at the Chesapeake. Our dogs love to swim either place. When there's ice on top of the water, they'll break through and swim in that cold water."

These durable Golden Retrievers are Lady Remy of Martin, a 3-year-old named for a brand of cognac, and Almond, 8. Creatures of great affection, the dogs often are visited by neighborhood children. Noted Newgaard, "Both of them are loving."

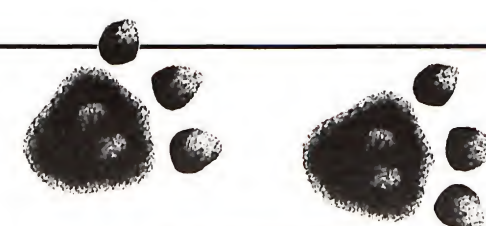
Several years ago, Almond was much too loving toward an uninvited guest. Before Lady Remy of Martin joined the household, Newgaard and his wife were out for the evening when a burglar called. He cracked a window, entered the house and exited with about \$10,000 in Newgaard belongings.

"Almond didn't prevent the burglary," her master said. "Of course, she was on the other side of a door from the burglar. I couldn't expect her to do much."

Although neither dog is shown, both 80-pounders are trained. They don't misbehave when the Newgaards sit for a meal. But that could change were they to put a tub of water next to the supper table.



A Gary Newgaard Golden Retriever would be a loving pet, but not a good watchdog



Miniature Schnauzers for all seasons, Kizzie, left, and Athena enjoy chasing a chipmunk in summer and bounding through snow in winter

Built-in alarm systems

Miniature Schnauzers Kizzie, 8, and Athena, 5, have spared Gus Kolias, Director, Midwest Operations, the expense of a home burglary system for his Chicago-area residence. Kizzie and Athena weigh only 20 and 17 pounds. But Kolias said, "They have barks that conjure up images of 45- or 50-pound dogs. If you're outside the house, you don't know how big they are."

The spirited mother and daughter keep barking until they're ordered to hush. It seems they tire of nothing.

"They chase a chipmunk they're never quite able to catch in the back yard," Kolias said. "They also go after squirrels without ever catching one."

"They love the yard in winter, too. They leap through the snow like salmon going upstream. The snow weights down their fur, and they can't get back in the house without help. But that doesn't stop them from loving the snow."

Cats prefer Compaq

"Attached is a picture of Oliver offering moral support to putting together a spread sheet," wrote George Easton, who works at the company's distribution center at Papalote.

"She (yes, 'she' — she looked like an Oliver as a kitten) is the eldest of two cats, two kids and one dog, and definitely rules the roost," Easton said.

"During her 17 1/2 years, she has learned to play her humans well. She is currently going through her Nth kittenhood, but most of the time she is very, very oooold. Just ask her."

"Her basic philosophy for a lengthy life is to 'Live and leave me alone!' — except when it comes to food. Then all pre-existing agreements, arrangements and conditions become null and void," Easton laughed.



Even at age 17 1/2, Oliver maintains a high taste in personal computers

Got an idea for a story or photo?

The new telephone number for Inside & Out is 955-3679. Give us a call!

Pandy takes a breather



Compaq donates equipment to AIDS Foundation, others

Computers donated by Compaq to the AIDS Foundation Houston, Inc. will be used to help manage the group's volunteer services.

The company provided the group with three computers — a COMPAQ PORTABLE II, COMPAQ PORTABLE 286 and COMPAQ DESKPRO 286 — to aid in providing services for people with Acquired Immune Deficiency Syndrome (AIDS) or AIDS complex. The computers will be used to help develop and implement case management and volunteer management systems, as well as to perform other tasks.

The AIDS Foundation Houston serves more than 800 clients with the help of more than 700 volunteers.

Apple Computer, Inc. also donated computer hardware and software, while Microsoft Corporation provided an additional software package for the group. Those donations will be used for a computerized hotline, library system, word processing and telecommunications.

Compaq also recently made donations to:

—Goodwill Industries, which offers training and employment for handicapped persons. The organization received six dual COMPAQ PORTABLE units which are used in its business skills classroom.

—The Bluebonnet Council of Campfire, Inc., an organization for youth development. A COMPAQ DESKPRO was donated for administrative purposes.

—The Palmer Drug Abuse Program, which helps people give up drug dependencies. A COMPAQ DESKPRO helps the staff with administrative and fundraising functions.

—Cypress Creek Emergency Medical Services, offering emergency medical care in the area surrounding the company's headquarters. The group's previous use of COMPAQ equipment for site databases and other tasks has been expanded with the donation of a COMPAQ DESKPRO 286.

—The Kelsey-Seybold Foundation, a medical research and educational foundation. The organization received a COMPAQ DESKPRO 286 for administrative purposes, and another for its special care program for children with chronic illnesses. The services of the 32-year-old organization also include a cancer prevention center for early detection and prevention of breast and colon cancer, as well as an epilepsy research and education program.

—M.D. Anderson Hospital and Tumor Institute, a cancer research and treatment hospital which was given a COMPAQ PORTABLE 286. The computer is being used to develop a clinical base for research into brain disease.

—Brookwood Community in Brookshire, Texas, a residential community for retarded adults, where they are helped to develop their skills. A COMPAQ PORTABLE II and a COMPAQ PORTABLE PLUS were provided for administrative tasks.

—St. Luke's Episcopal Hospital, which was given six COMPAQ PLUS computers for its informational services department.

—South Montgomery Volunteer Fire Department in Spring, which will use a COMPAQ PORTABLE II to help manage its resources.



A COMPAQ DESKPRO 286 donated to Kelsey-Seybold Foundation helps Dr. Earl J. Brewer and his young patient

Major U.S. staff increases will help serve large accounts

Compaq hopes to increase sales to large companies in 1988 partly by increasing the size of field sales and support staffs by 50%.

These people will work in Major Account Programs, which support U.S. Authorized COMPAQ Computer Dealers in their sales to large businesses.

The new positions will include Major Account Managers, who support dealers in presentations, seminars and other events. They also provide evaluation units and introduce Compaq to major accounts. In addition, more Field Systems Engineers will provide technical support, and Resident Trainers will help dealers understand and sell the full potential of COMPAQ computer systems.

The company also recently increased its capability to quickly handle complex questions through its technical support telephone hotline. This group has quick access to engineers, connectivity lab personnel and others who can help resolve questions or problems for dealers and their Major Accounts customers.

Dealer network

In spite of pressure to sell directly to large companies, as other manufacturers do, Compaq has continued to sell its products only through its Authorized Dealers. The company has no direct sales force which sells to end users.

The company does, however, provide people to help dealers make sales to large corporations. This may involve making presentations, demonstrating computers,

training, evaluating end-user needs, hosting visits to Compaq headquarters, or a variety of other functions.

Compaq has doubled its capacity for hosting Major Account visits to corporate headquarters. The visits acquaint a Major Account prospect with the company, its products, and its commitment to helping the dealers provide superior products and service.

These onsite visits, called "Executive Briefings," include presentations tailored to the audience, technical discussions and a tour of manufacturing facilities.

Executive Briefings also are held at other sites throughout the U.S. as needed to support dealers.

Main source of sales

Computer dealers, rather than manufacturers, are the main source for Fortune 1000 companies' personal computer purchases, according to a survey by Gallup and Robinson, a market research firm.

The survey showed that Compaq is listed on more than half of the Approved Vendor Lists of Fortune 1000 firms. Also, more companies plan to add COMPAQ products to their lists early in 1988 than any other brand.

"Compaq is dedicated to selling its computers solely through our Authorized Dealer network," said Ross Cooley, Vice President of Sales. "This strategy has been key to the swift ascent of Compaq in the personal computer industry and its success as the fastest-growing company in U.S. business history."



Retired volunteer works with students at Brookwood Community which received two COMPAQ computers

Volleyball playoffs held for winter league

League considered for second, third shift employees

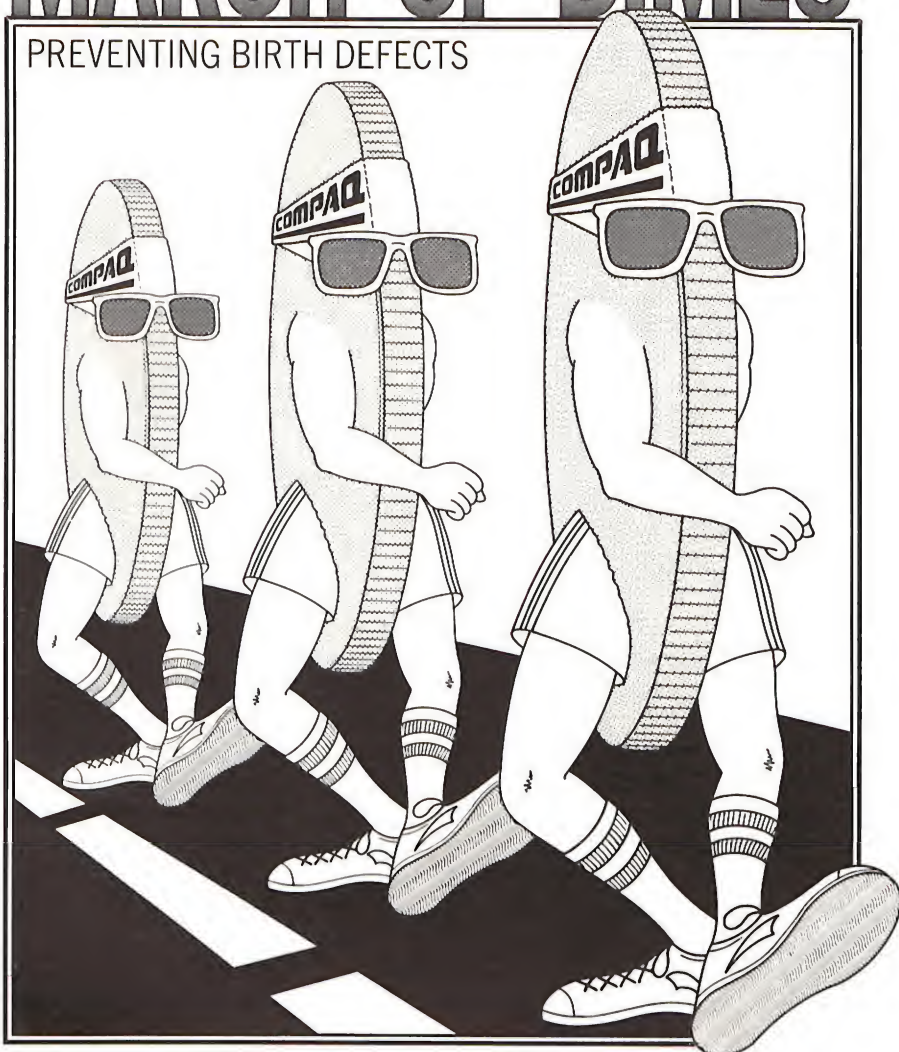
The Winter Volleyball League ended its season Apr. 5 with playoffs at the Cypress Creek YMCA.

The winter league got a "tremendous response!" according to coordinator Tricia Limon. A total of seven recreational teams and four competitive teams played in the Tuesday and Thursday night games.

The Spring League began Apr. 5, with the Summer League close behind. A league also is being considered for people who work on second and third shifts. For information on signing up, check the ACE Reader Rack at your location or contact Tricia Limon, mail code M007, 374-5453.

MARCH OF DIMES

PREVENTING BIRTH DEFECTS



Teams of walkers support March of Dimes research

Thousands of people will hit the streets of Houston Apr. 24 to raise money for the March of Dimes.

These people will include teams from many companies, including Compaq. Beginning at 8 a.m., they will walk designated 20-kilometer (12-mile) stretches in their respective parts of the city.

Last year, approximately 90 people represented Compaq in the Walk America/TeamWalk event. This year, the Compaq team will walk in the Northgate subdivision located on the north side of FM 1960, east of Steubner Airline and west of Kuykendahl.

Team members raise money by soliciting pledges for each kilometer

walked. The proceeds help fund research and education on birth defects.

Last year, more than 16,000 people participated in the Texas Gulf Coast chapter's March of Dimes Walk America/TeamWalk. Approximately 700 company teams participated, raising a record \$1.2 million.

To register for the walk-a-thon and get information on receiving a Compaq TeamWalk T-shirt and visor, contact Compaq Team Captain Lee Murdy, mail code M053, 955-3868 or Stacey Whala, mail code M077, 374-2646.

People wishing to urge their teams on may watch from any point along the 12-mile route.

Compaq helps sponsor Heart & Sole Fun Run

Compaq competed against 120 other companies Apr. 10 in a 12-mile corporate relay race in Houston.

The company's four relay teams helped raise money for the American Heart Association through its annual Heart & Sole Fun Run. Relay participants from Compaq are: Dale Hinton team with Ronald Rodriguez, Cynthia Aid and Rudy Castillo; Jim Locke team with Rudy Hernandez, Chris Lebanc and Mitchell Womac; Jeff Darby team with John Grooms, Lee Murdy and Mike McGinley; Mike Glass team with Merrill Smith, Darren Cepulis, and Phil Mueller.

Also that morning, individual racers — both on foot and in wheelchairs — competed in a three-mile race. The race was sanctioned by the Athletics Con-

gress of the USA and the Long Distance Running Committee of the Gulf Association of the Athletics Congress.

Compaq was an official sponsor of the Heart & Sole Fun Run. The company loaned three COMPAQ PORTABLE III computers for race registration and scoring. Additionally, four COMPAQ PORTABLE III computers will be awarded to runners through a drawing.

Contributions to the American Heart Association help fund the organization's education and public awareness programs, and provide support to AHA research for a cure for heart disease.

Results of the race were not available at press time, but will be reported in the May issue.

From Houston to Austin:

Bicycle marathon helps Multiple Sclerosis efforts

On the morning of Apr. 9, a group of people from Compaq donned helmets in Houston, got on their bicycles and headed for Austin.

They were participants in the two-day MS 150 Bike Tour whose participants raise money for the National Multiple Sclerosis Society by soliciting pledges for each mile ridden.

Riding from Compaq were: Jeff Linn, Liz Gullion, Bruce Curbo, Cathy Smith, Bill Stevenson, David Cabello, LaVonne Parsons, Carla Havel, Joel Poppen, James Hart, Pat Ellingsworth, Lorna May and Bob Pereira.

"Last year, the riders left at 8 a.m. — all at once — from Highway 6 and Interstate 10. What a thrill: 1,625 bikes all going at once!" recalled Tom Parsons, Manager of International Service Support, Brookhollow, and organizer of the

Compaq group. "It was safe, though; this is a touring ride, not a race," he added.

The bicyclists proceeded to LaGrange, to be entertained and camp for the night. The next morning, they were to ride to Austin through the scenic hill country. Those going the complete distance covered 168 miles, according to Parsons.

"With food, water and rest stations every eight to 15 miles, depending on the terrain, the riders are well supported by MS volunteers," Parsons said.

At the conclusion of the race, bicycles are loaded into moving vans as bicyclists board air-conditioned buses and all return to Houston.

Results of the bike tour will be included in May's *Inside & Out*.

YMCA membership enrollment open

Compaq is again offering \$5-a-month YMCA memberships beginning Apr. 4.

Last fall's membership offer was received enthusiastically, with more than 1,000 employees joining the program. The \$5 fee covers membership for employees and their dependents, with the remainder of the cost paid by Compaq.

One requirement has been added to the membership privilege: in order to retain the company-subsidized memberships, those joining are asked to use the facility at least three times during each month unless excused by a doctor's note. A sign-in sheet is available at the front desk of the Cypress Creek YMCA, the primary facility used by Compaq employees.

The Compaq-subsidized membership is offered at most YMCA facilities in other parts of Houston and throughout the U.S. Many also have guest privileges, allowing people who are traveling to work out at a YMCA in the city they are visiting.

For information on guest privileges or memberships at other locations, contact Mary Beth McGowan, mail code M052, (713) 374-5776.

Bowling league offered for youths, young adults

The possibility of forming a weekend bowling league for children and young adults is offered by the Association of Compaq Employees (ACE).

Volunteering to help with the league are Don Utley, Line Operator II at CCM, and his wife, Virginia, who are Young American Bowling Alliance Certified Coach-Instructors.

"The YABA offers quite a few prizes. Of course, they don't give them away; the team members have to earn them!" Utley said.

Cost of the proposed league is \$2.50 per week for each person (shoe rental is free).

The league would offer five age divisions:

- Bantam — 8 years and under
- Prep — 9-11 years
- Junior — 12-14 years
- Major — 15-18 years
- Senior — 19-21 years

Those who are interested in the league should fill out and return the Reader Response Card included in this issue. For additional information, contact Tim Jordan, 374-5637.

It's a 300 game; pass the peanuts



Roy Ramos: a heart-stopping — but perfect — game

Roy Ramos woke up March 2 as a bowler with a 190 average.

He woke up on the morning of March 3 — his birthday — as one of the American Bowling Congress' honored 300 bowlers, having scored a perfect game the previous night in the Compaq Copperfield Bowling League, sponsored by the Association of Compaq Employees (ACE).

Ramos has worked steadily to improve his game, hanging in his office a computer graphic of a bowler, with the admonition to "Think twelve XXXXXXXXXXXX (strikes)." (People who bowl strikes for all 10 frames of a game get two extra attempts at the end.)

It worked. In the fifth frame, he realized his score stood at a perfect 150. In the seventh frame, when he still had bowled straight strikes, he realized he really had a shot at a perfect game.

"I had been talking to a friend who's a tournament pool player, and we talked about bearing down when the pressure is on," he said. "That's what I did. The last few frames, everyone in the place was watching. I was a little tense so I'd sit down and eat peanuts."

"I'd seen bowlers get close to 300 and their hands would start shaking. I kept watching my hands." He found that cracking the shells of peanuts and eating them helped "get the fidgets out of my fingers."

In the last frame, "my heart was racing. I had to sit down, eat some peanuts, and take a few deep breaths. I remember throwing the last one. It was light, but they all fell. I turned around and everyone was in an uproar."

"I was a little embarrassed. I'm not used to that much attention. But it was great."

Ramos was named Copperfield Bowl's "Player of the Week" and recognized at the top of the Houston Post's bowling column — above the feats of several professional bowlers.

He also qualified to wear the American Bowling Congress' "300" championship ring and patch, recognizing his perfect game.

Ramos called his wife, Irene, who was "thrilled" but glad she hadn't attended that night, since she felt it would have made him nervous.

"I think my son, Tony, is a little too young to understand it," Ramos said. Understanding probably isn't far off, though; at the age of five, Tony already has bowled two strikes, using a 6-lb. ball.

"Tony practices his approach in the hallway," explained his father.

Until 2 1/2 years ago, Ramos hadn't bowled since he was about 10, when his mother taught him to bowl.

"She taught me the correct basics and I never forgot," Ramos said.

Now that Ramos has met his goal of improving his game — and throwing a 300 game along the way — he's re-evaluating his approach to bowling.

"For me to throw the 300 has just totally changed my outlook of the game, which was a mixture of fun and seriousness. Now I have to decide what exactly do I want to do? Play in tournaments? How serious do I want to be?"

One thing he can expect is plenty of advice from his teammates — the Strike Murderers team — who cheered him on: Margie Salinas, Danna Armand, Mickey Caldwell and Chuck Eames.

Anyone who would like to watch the Copperfield League in play is welcome at Copperfield Bowl. Games begin at 6 p.m. on Wednesdays. ACE also sponsors two other leagues; for information on game times or signing up for league play, see the ACE Reader Rack or contact Jeff Linn, 374-5634.

Record-breaking lift recorded

Talk about feeling a weight lifted from your shoulders —

On Jan. 31, Harold Bodden began warming up on a weight machine in Gold Gym, located on the Gulf Freeway in Houston.

He started warming up by lifting more than 600 lbs. on the upright machine. With each successive lift, the weight was increased by 100 lbs.

Finally, he hit his peak: the 176-lb. line operator from the Printed Circuit Assembly group lifted 1,035 lbs. — 5.87 lbs per pound of his body weight.

And that, according to Bodden, is a new record.

"After I warmed up, I was getting myself psyched up," said the weight lifter as he talked modestly of his accomplishment. "I looked at the machine and went, 'What am I doing here?' Then I went ahead. I was so psyched out I didn't know there was anybody around."

The machine normally holds a maximum of 625 lbs. of weights; additional weights were hung from the machine on safety ropes as fellow weight lifters and Bodden's 15-year-old daughter, Melanie, urged him on.

Bodden's lift — which he planned for the previous six months — was dedicated in part to a friend waging a successful fight against cancer.

"His determination to fight the cancer helped give me the will to train hard to do what I did," Bodden said. "He enjoyed it when I showed him the pictures. He just smiled and the look in his eyes was enough to make me happy."

Bodden said he also was inspired by another weight lifter who witnessed his feat and cheered him on: a middle-aged

weight lifter who took up the activity following major heart surgery.

Although Bodden did some weight lifting at a gym while in school, it was only in the past three to four years that he began seriously working out on the weights.

While participating in martial arts training, he and a friend discussed the fact that he was putting on weight. The friend suggested a weight-lifting program, and Bodden took it from there.

At 45, he feels particularly glad to have accomplished his goal of lifting 1,035 lbs., since "the average age of the person working out there is 28 or 29," he said.

He doesn't suggest that people get into weight lifting of any sort without proper training and knowledge of safety rules. Also, he discourages use of steroids and drugs which have been used by some weight lifters, pointing out he didn't require anything extra to accomplish his goal at 45.

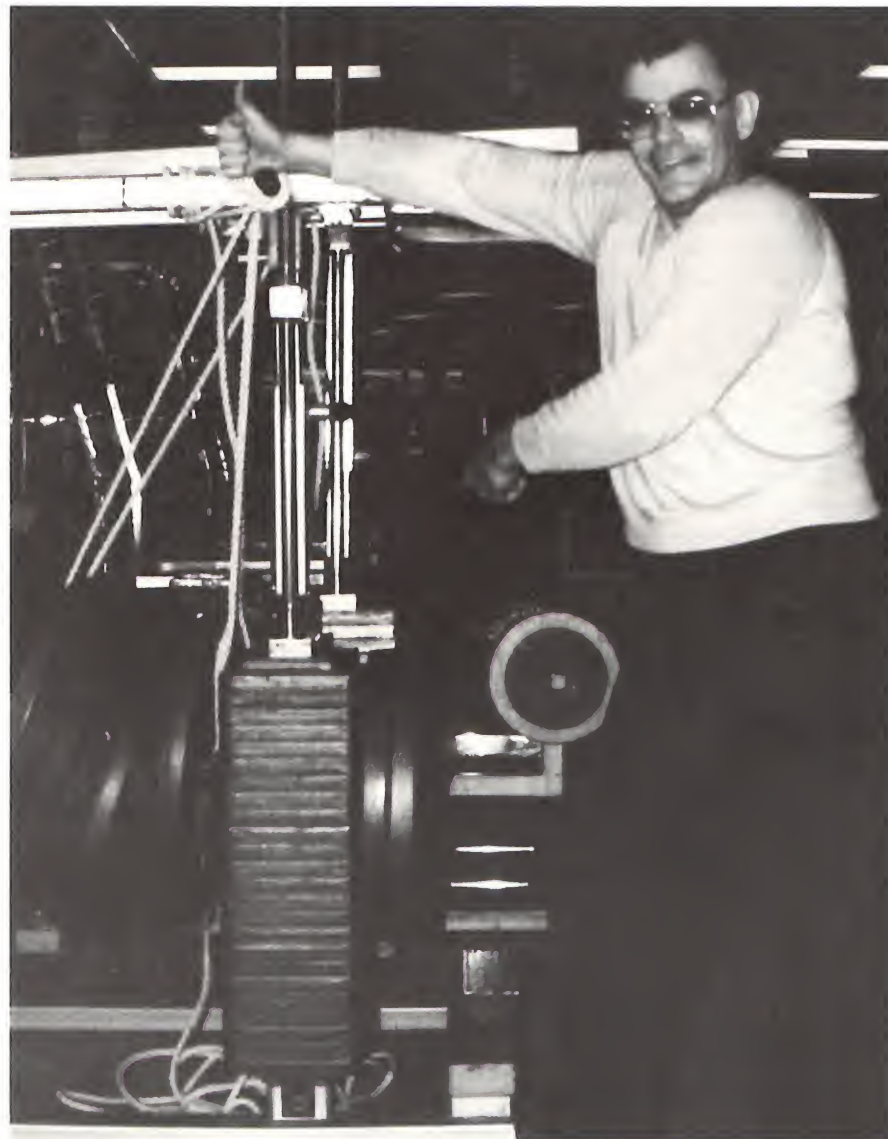
"Just hard work," he said.

Formerly an assistant customer service manager for International Harvester, Bodden got into electronics as a hobby. His first experience at computer assembly was in putting together computers from kits, which he did in addition to radio repair and other electronics projects.

Bodden has little time for those extra projects now, driving daily from the Gulfgate area in southeast Houston to his Compaq job in northwest Houston, and working out regularly at the gym.

He doesn't intend to slow his momentum now that he has reached his big weight-lifting goal.

"Now I'm going for 2,000 lbs.," he smiled.



Inspired by a friend's illness, Harold Bodden has become a distinguished weightlifter at the age of 45.

Company picnic planned; 'no rain!' say organizers

The Farmer's Almanac says there will be rain on May 15, the date of the Compaq picnic in Houston.

That doesn't discourage Ken Buras, co-chairman of the Association of Compaq Employees (ACE) and head of the picnic committee.

It didn't rain on the picnic last year, or the year before that.

However, for the past three years it has stormed like mad the day *before* the picnic. One year it blew down the giant Compaq tent used for bingo, and all three years required major clean-up efforts.

It's not exactly like finding a shady spot, spreading a red-and-white checkered cloth on the ground and calling the kids. The picnic committee this year expects to provide food and recreation for approximately 10,000 Compaq employees and their family members.

"That's about one-third larger than last year," remarked Buras, recalling the enormous amounts of food and drink consumed in a six-hour period.

Fortunately, there is one place in town that can hold that kind of crowd, offering both plenty of outdoor recreation room and indoor shelter. The Houston Farm & Ranch Club, located south of Highway 6 and Clay Road, has hosted the last three Compaq picnics.

In addition to large facilities, the club offers numerous volunteers to help with food, directions, set-up, cleanup and other chores.

Meanwhile, Buras anticipates 400 Compaq volunteers will be needed to serve one-hour shifts: manning game booths, passing out promotional items, greeting guests, organizing sports and helping with many other activities.

Crowds aren't so bad

Although people occasionally are heard to groan as they anticipate the crowd, it doesn't seem so crowded once you get there as people spread out over the large picnic site, Buras noted. More than that, it is the one time all year when people from all sites can gather to visit, play and introduce their families.

"We're making it easier for families to stay together this year," he added. In

previous years, people who participated in sports tournaments often found most of their afternoon consumed by the competitions. This year, "mini-tournaments" will ensure that no one plays more than two games at a single sport, freeing them to spend more time with their families and visiting with friends.

Tournaments will include softball, volleyball, horseshoes and basketball. Several other events have been added this year, such as the hay bale hurdle and three-legged sack race.

For the kids — what the heck, for all ages — activities will include a disc jockey spinning records, arcade games, and big-screen televisions showing cartoons and video movies. The usual assortment of other activities will also be available including stage coach rides, pony rides, the moon walk, a fort of hay, clowns and puppet shows.

Family sack races also are planned, as well as obstacle course-type activities.

Lest we forget: that all-around favorite of all ages — the bingo game — will once again be offered this year with some pretty swell prizes, according to Buras.

A "bigger and better" variety talent show will entertain picnickers during the afternoon. This year, entertainers will not compete for prizes; they will simply entertain.

The picnic will have a western theme, carried out in decorations and some activities.

Food, food, food

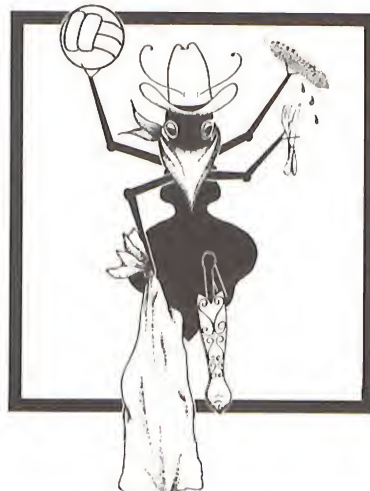
Meanwhile, back at the chuck wagon, things are lookin' good. The primary food of the day will be barbeque brisket with all its accompaniments. Many finger foods also will be available, however, including sausage-on-a-stick, smoked chicken legs, corn-on-a-cob, hot dogs, fresh vegetables and fruits, popcorn, snowcones, cold drinks. . .

More food service areas will be offered to accommodate the large crowd, so no one has to wait in long lines.

WANTED

FUN LOVING, DESPERADO TYPE

(Often Found in Crowds)



Loves
barbecue, corn-on-the cob
and cold drinks

May become involved
in activities such as
volleyball, softball,
sack race, bingo
or water-balloon toss

REWARD

For Persons Answering to this Description
3 CHANCES TO WIN A COMPUTER
(Plus Numerous Small Prizes)

ANNUAL COMPAQ PICNIC

Houston Farm & Ranch Club • May 15 • 12 Noon - 6:00 P.M.

Bring your tickets!

All people attending the picnic must bring their picnic passes. These are obtained from picnic representatives at each Compaq site.

A picnic registration packet will be sent to all employees in Houston during the first week in April. It contains information on activities and instructions on obtaining picnic passes.

Temporary and contract personnel should see their supervisors for picnic packets.

Passes are required for entry onto the picnic grounds, and also will serve as entries for three computer drawings. A COMPAQ DESKPRO 286 and two COMPAQ PORTABLE III computers are the prizes for the winning entries.

No pets or glass containers are allowed on the picnic grounds. People attending are encouraged to dress for hot weather, and may want to consider sun visors or hats, sunscreen, and sunglasses. Lawn chairs are welcome, although Buras said plenty of seating will be available.

Facilities site managers oversee Houston grounds

If you have questions, problems, suggestions or even praise about the facility you're in, the person to contact is your Facilities Site Manager.

Three people oversee maintenance of buildings and grounds at Compaq sites in Houston. They have separate telephone numbers for general calls and maintenance problems.

Steve Garner — Office no. 374-6182
To report facility problems: 374-1336

Garner oversees Compaq Center East (the original CCA and CCM buildings), Chasewood I and II, Perry Road, Century National Bank, Willowchase and the company's FCC testing facility.

Jim Rector — Office no. 374-2047
To report facility problems: 374-7336

Rector is in charge of the entire new Compaq Center West area, much of which is still under construction with move-ins slated throughout 1988.

Tim Aimone — Office no. 896-3201
To report facility problems: 896-3157

Aimone is responsible for Sommer-meyer, Brookhollow and Papalote facilities.

For information on spring activities

Check the ACE bulletin board at your location or call the ACE hotline, 374-2414



Electrical Engineer Brian Crumby, Chasewood I, gets a close-up look at one of the buzzards that sometimes visits the porches or railings of Compaq buildings in Houston

ACE PICNIC COMMITTEE MEETING:

A model of efficiency



Committee members gather enthusiastically to plan the company's annual picnic, knowing their efforts will spread cheer to all who turn out for the event. Members commit to working harmoniously to solve any problem the committee may face. Members are, from left, Dixie Phillips, Deva Hennesy, Stacey Whala, Cleveland Joseph, Elizabeth Sowers, Ken Buras, Ron Bowden, Prudence Konikoff, Barry Puls, Janet Pasley, Lorraine Smith, Jennifer Burrage and Audrey Dozier.

Every committee meeting can't be all milk and honey. After all, the sun doesn't shine on every committee all the time, any more than it shines on every picnic. In fact, there might even be a ripple of disagreement here and there, a minor point or two which a well-focused group can handle.



The committee, in fact, serves as a model of efficiency as Picnic Committee Chairman Ken Buras firmly resolves any points of disagreement. Remaining committee members swiftly return to the chairman's agenda.

COMPAQ